

OFFICE OF THE NEW YORK LEDGER,

P. O. BOX 3263.

COR. SPRUOE & WILLIAM STS.

New York,

March 26, 1891

(Dictated by R. E. B.)

Hon. Albion W. Tourgée,

Mayville, N. Y.

Dear Sir:

It is not our custom to permit the price we pay for any serial to get to the public without consultation with the author. In fact, we prefer as a rule to keep such matters quiet, and if we were to go into any lengthy argument we think we could convince you of the good business sense of such a course.

You can rest assured that any business transaction which you ~~might~~ ^{may} have with Robert Bonner's Sons will be kept confidential, unless after special consultation on the subject we should mutually agree to have some public statement made.

Now, in regard to the serial rights of your Columbus story, we wish to say that we appreciate the labor which you will have to undergo in order to produce the work which you have in your mind, and further we think it only right that you should receive just compensation for this labor, and the only way that we see for you to receive that compensation, is by publishing the serial in a syndicate of papers. Under the circumstances we do not feel like making you an offer, for we do not wish to have you feel that we underestimate the value of your work, which we are afraid you

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might do if we were to offer you what we might deem the commercial value of the serial rights of said story.

Trusting that you will realize our position in the matter, we remain,

Yours very truly,

Robert B. Innes, Jr.

CHAUTAUQUA COUNTY NY HISTORICAL SOCIETY 2013